

NEW HAMPSHIRE STATE LIQUOR COMMISSION
AGENDA
March 18, 2009

I) ACCEPTANCE OF MINUTES FROM THE MARCH 4 AND MARCH 11, 2009 NH STATE LIQUOR COMMISSION MEETING.

II) ADMINISTRATIVE SERVICES REPORTS

- 1) Administrative Issues
- 2) Financial Report
- 3) IT Report
- 4) Human Resources Report

III) MARKETING AND SALES REPORT

- 1) Store Operations
 - a. Reduction of Sunday Stores Open for Business
 - b. One (1) Disciplinary Action for Executive Session
- 2) Merchandising Report
 - A. Purchasing
 - B. Warehouse
 - Distribution of Out-of-Stock Warehouse Report
 - C. Spirits
 - a. One Time Buy Requests
 1. Two (2) from Martignetti Company
 2. Two (2) from Perfecta Wine Company
 3. Two (2) from Southern Wine & Spirits
 - b. Test Market Request
 1. Two from Southern Wine & Spirits
 - c. Line Extension Request
 - d. May Special Offers
 1. MS Walker
 2. Executive Wine & Spirits
 3. Horizon Beverage Company
 4. Martignetti Companies of NH
 5. Perfecta Wine Company
 6. Pine State Trading Company
 - e. Depletion Allowance Schedule
 - D. Wines
 - a. Test Market Request
 1. Due Torri Pinot Grigio and Pinot Noir

2. Nevada County and Orleans Hill, Organics

- b. Test Market Results – Expand Distribution
- c. Special Offer – Alice White
- d. Specialty Buy In – Juniper Crossing
- e. June 2009 E-Mail Alert Coupon
- f. Close Outs – Perfecta Wine Company
- g. Recommended Wines for Distribution to Selected Stores
- h. *Informational Only* – four month Data on “Wine for dummies” pilot display program
- i. Store Tasting – *Information Only*
 - 1. Five (5) for Southern Wine & Spirits
 - 2. Martignetti
 - 3. Horizon’s
 - 4. R.P. Imports’
- g. Primary Source Recommendations
 - Exclusive – 4 Imported – 12

IV) ENFORCEMENT & LICENSING REPORT

V) CHAIRMAN’S REPORT & LATE ITEMS

- A. Bailment Requests
- B. Coupon Approvals
- C. Late Items/Other

VI) EXECUTIVE SESSION